

## Message Text

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PAGE 01 STATE 158255

ORIGIN ARA-14

INFO OCT-01 ISO-00 OES-07 COME-00 EB-07 L-03 DLOS-09  
CIAE-00 INR-07 NSAE-00 /048 R

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-----095032 080525Z /14

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FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

INFO AMCONSUL RIO DE JANEIRO

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E.O. 11652:N/A

TAGS: EFIS, BR, BTRA

SUBJECT: CASTLE AND COOKE FOODS' INTEREST IN JOINT  
SHRIMPING VENTURE IN BRAZIL

1. MR. NICK BEGLERIES, MANAGER OF CASTLE AND COOKE FOODS, SAN FRANCISCO, PLANS TO VISIT CONGEN RIO AND EMBASSY DURING WEEK OF JULY 11 TO DISCUSS HIS FIRM'S INTEREST IN POSSIBLE JOINT VENTURE WITH BRAZILIAN PARTNER IN SHRIMP SECTOR. CASTLE AND COOKE CURRENTLY OPERATE 135 SHRIMPING VESSELS IN TERRITORIAL WATERS OF GUYANA, SURINAM AND FRENCH GUIANA.
2. THE FIRM IS INTERESTED IN FINDING A REPUTABLE, WELL-PLACED BRAZILIAN PARTNER WHO COULD BE HELPFUL IN PERSUADING THE GOB TO MODIFY ITS SHRIMPING POLICIES TO PERMIT A JOINT VENTURE ALONG THE FOLLOWING LINES:
3. CASTLE'S SHIPS WOULD CONTINUE TO BE BASED IN SURINAM,

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PAGE 02 STATE 158255

WHERE THE FIRM HAS A PROCESSING PLANT AND PURCHASES FUEL FOR ITS VESSELS. BEGLERIES ENVISAGES A JOINTLY-OWNED, OR WHOLLY BRAZILIAN-OWNED, PROCESSING PLANT (PERHAPS IN BELEM) WHERE SHRIMP CAUGHT IN BRAZILIAN WATERS WOULD BE DELIVERED, PROCESSED AND PACKAGED PRINCIPALLY FOR REEXPORT. UNDER THIS SCENARIO INDEPENDENT BRAZILIAN SHRIMPING VESSELS

WOULD BE PERMITTED TO DELIVER SHRIMP CAUGHT IN SURINAM OR OTHER NEARBY NON-BRAZILIAN WATERS TO THE CASTLE PLANT IN SURINAM.

4. AS A FORMER U.S. INDUSTRY ADVISOR DURING BILATERAL SHRIMP NEGOTIATIONS, BEGLERIES IS AWARE THAT THIS PROJECT WOULD NOT BE PERMITTED UNDER THE CURRENT US-BRAZIL SHRIMP AGREEMENT AND THAT CERTAIN GOB REGULATIONS SUCH AS THOSE PERTAINING TO BRAZILIAN CREWS, USE OF BRAZILIAN-MADE EQUIPMENT ON VESSELS AND OTHER OBSTACLES WOULD HAVE TO BE OVERCOME TO MAKE THE PROJECT VIABLE. FOR THESE REASONS HE WISHES TO MAKE CONTACT WITH POTENTIALLY INTERESTED BRAZILIAN FIRMS AND GOB FISHERY OFFICIALS TO DISCUSS THE PROPOSAL.

5. DEPARTMENT HAS ADVISED BEGLERIES TO CONTACT GORDON JONES OR JIM MARSHALL UPON ARRIVAL IN BRAZIL FOR BRIEFING AND ADVICE ON APPROPRIATE BRAZILIAN CONTACTS WITH WHOM HE CAN DISCUSS THIS VENTURE. HE HAS STRESSED THAT HIS FIRM'S PROPOSAL REMAIN CONFIDENTIAL. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FOODS, JOINT VENTURES  
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**Disposition Date:** 22 May 2009  
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